



APPAREL EXPORT PROMOTION COUNCIL, GURGAON

AEPC: F&E: BSM-Spain-2013(843):

Dated: April 4, 2013

CIRCULAR

SUB: AEPC organizes Buyer-Seller meet in Spain

19 - 20 September at Barcelona & 23-24 September, 2013 at Madrid, Spain

Dear Member,

Apparel Export Promotion Council organized buyer seller meets in Spain in the years 2008, 2009, 2010, 2011 and 2012. Based on the excellent response received during previous BSM's Apparel Export Promotion Council has decided to organize Buyer-Seller Meet in Spain again in September 2013.

Spain has been a very attractive market for Indian apparels. India exports garments of worth US\$ 508.20 million to Spain, which accounts for 3.8% share in Spain's total garment imports of US\$ 13410.60 million and having tremendous potential.

SCHEDULE

The Buyer Seller Meet has been arranged at Barcelona and Madrid on the following dates with 35 booths:

Venue	Date	Days
BARCELÓ SANTS HOTEL Pl. dels Països Catalans s/n 08014 Barcelona, Spain	19-20 September, 2013	Thursday / Friday
MELIA AVENIDA DE AMERICA HOTEL C/De Juan Ignacio Luca deTena, 36 28027 Madrid, Spain	23 - 24 September, 2013	Monday / Tuesday

Each participant would be provided with a built-up booth of approx 9 SQM. It would have besides one table and 3 chairs, 150 hangers, 9 hanger rails, 2 Shelves, 10 spotlights, Wastebasket, etc.

PR Agency:- In order to make the administrative arrangements and promotion Of the Buyer Seller Meet, Council has hired the services of M/s. A C COMUNICACION GLOBAL as a PR agency and their Contact Person is Ms. Araceli Calvo; Mobile: +34 616 99 7850 Tel: +34 91 571 5005 Fax: +34 91 571 3127 & E-mail:- ac@acomunicacion.com

A dedicated Website will be launched for online registration of the buyers and the confirmed Exhibitors Company profiles will also be uploaded on the website of the BSM.

The cost of approx. 9 sq.mtrs stall together with entire promotional expenses shall be Rs. 3.40 Lacs to AEPC. However, after taking into consideration the MAI assistance from the Ministry of Commerce, Govt. of India, and the cost of 9 sq.mtrs stall has significantly come down to Rs.1.70 Lacs.

The additional booth to same applicant shall not be at Rs.1.70 Lacs. The cost of additional booth will be Rs. 3.40 lacs.

In addition to this, the Council has also made the arrangements for a Lorry, which would accommodate two suitcases of garment collections each exporter for transporting them from Barcelona to Madrid. This will help in hassle-free travel between Barcelona and Madrid.

#### MOVE-IN & MOVE-OUT TIME BY THE PARTICIPANTS

The participants should set-up their stalls between 4.00 PM to 7.00 PM on 18th September, 2013 at Barcelona and on same timings at Madrid on 22 September, 2013. Similarly, the participants would be required to move-out at 7.00 PM on 20<sup>th</sup> September, 2013 at Barcelona and on same timings at Madrid on 24<sup>th</sup> September, 2013.

#### PAYMENT SCHEDULE:

Participation charges of approx 9 sq.mtrs. booth : Rs. 1,70,000/-

Early bird discount upto 30 May, 2013 : Rs. 10,000/-  
(With 100% advance payment)

Participation charges upto 30<sup>th</sup> May, 2013 :Rs. 1,60,000/-

No part payment will be accepted.

Kindly note additional booth cost will be Rs. 3.40Lacs.

This does not include Airfare, Hotel expenditure and other related expenditures. MDA grant shall not be available since MAI grant is availed.

You are requested to kindly send the participation fee by way of Demand Draft/Pay order in favour of "APPAREL EXPORT PROMOTION COUNCIL" as per the above details to, A.E.P.C., Fair & Exhibition Department, Apparel House, Institutional Area, Sector-44, Gurgaon - 122003

The exporters of Delhi/Gurgaon can also deposit the payment by way of Demand Draft to APPAREL EXPORT PROMOTION COUNCIL, Gurgaon office. Similarly, exporters at Mumbai, Ludhiana, Jaipur, Tirupur, Chennai, Bangalore and Kolkata can also deposit the Demand Draft at Local AEPC offices. All others may send the Demand Draft/Pay orders to Gurgaon office.

Alternatively payment can be made through RTGS/NEFT to the following AEPC account:

**BENEFITIARY: APPAREL EXPORT PROMOTION COUNCIL**

**SAVING A/C NO: 180401000020000**

**IFS CODE: IOBA0001804**

**BANK: INDIAN OVERSEAS BANK**

**ADDRESS: BRANCH - APPAREL HOUSE, SECTOR 44, INSTITUTIONAL AREA, GURGAON - 122003**

No cheque payment shall be accepted.

#### Guidelines for the Allotment of booths:

1. All the participants who pay the full participation fee in time would be considered for allotment of booths on FCFS basis
2. The decision of SG, AEPC would be final in case of any confusion/dispute.

3. For the allotment of booths, where any vacancy arises after the allotment on FCFS basis, the same would be subjects to the discretion of the Secretary General-AEPC/Chairman AEPC.
4. No change in the booths, once allotted would be entertained under any circumstances.

Cancellation Charges:

The exporter who will apply for participation in the show, the withdrawal will be subject to the following:

1. 25% of participation charges will be forfeited if the exporter withdraws before the participation is confirmed by the Council and other participant on the wait list confirms their participation. However, the forfeiture will be 35% of participation fees, in case, there is no other participant on the wait list.
2. 45% of the participation charges will be forfeited if the exporter withdraws after confirmation of participation by the Council and other exporters on wait list confirms their participation. There will be forfeiture of 65% of participation fee if no other exporter is on the wait list.
3. 100% forfeiture in case of no show of the BSM.
4. Non-grant of relevant visa shall not qualify for any relief.

APPLICATION FORM: The blank application format is attached herewith for your ready reference.

Since MOC has given a financial support under MAI scheme, no other financial assistance shall be given like MDA etc. The cost of Air travel and Hotel expenses shall be borne by exhibitor.

Should you require any other information, we will be glad to answer the same.

For further details, please contact:

K S BISHT, Deputy Director (F&E) Apparel Export Promotion Council Apparel House, Institutional Area, Sector-44, Gurgaon-122 003, Haryana Tel: 0124-2708158, 2708000-003, Fax: 0124-2708004 Mobile:--+91-9810527747 E-mail: <a href="mailto:kbisht@aepcindia.com">kbisht@aepcindia.com</a>
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The exporters shall submit Response Form duly filled in to AEPC representative on 24<sup>th</sup> September, 2013.

Yours Sincerely,

(R K Sharma)  
Director (Fairs & Exhibition)  
Phone: +91-124-2708026/8134  
Mobile:--+91-9899167235  
Fax: +91-124-2708004/05  
Email: [rksharma@aepcindia.com](mailto:rksharma@aepcindia.com)

Disclaimer: AEPC will not be responsible for the turnout of buyers/buying agents for any BSM/fair/show, etc. The Council will have no liability whatsoever for any kind of refund or payment in this regard. The Council shall not be responsible for booking of hotels, clearance of samples at the customs, for getting VISA & on certain complementary services provided by AEPC and organizational inability of fair organizers & other service providers.

Enclosure: Application Form

APPLICATION FORM FOR BUYER SELLER MEET IN SPAIN  
19-20<sup>th</sup> September, 2013 at Barcelona and 23-24<sup>th</sup> September, 2013 at Madrid

(On the company's letterhead)

Name of event for which participation is sought: BUYER SELLER MEET - SPAIN

1. Name & Address of the firm :
2. Name of the Contact person with mobile No :
3. Proprietary/Partnership Pvt. Ltd. Co. :
4. Telephone No (s) with area code :
5. Fax No (s) :
6. E-Mail Nos. :
7. Manufacturers or Merchant Exporter :
8. Micro, Small and Medium Enterprises (MSME)STATUS : YES/NO
9. Address of Manufacturing Unit :
10. Main items of production :

(Mentioned segment Knitted/Woven and specify product mix.)

11. Total value of export of readymade Garments/  
Textiles in the previous year 2012-13 (FOB in US\$) :US\$ \_\_\_\_ Million  
And major Countries of Exports
12. Present production capacity (pcs/month) : \_\_\_\_ pcs/month
13. Major brands & labels :
14. Whether First Time to Spain : YES / NO
15. Please mention details of factory Compliance / Social Compliance:

16. No. of employees
17. Operational Controls
  - Does the company have a designated person or department responsible for Product Safety Compliance
  - Are the Quality Assurance (QA) and Quality Control (QC) personnel responsible for Product Safety and Quality Compliance independent from the production personnel?
  - Are raw materials (including packaging), work in progress and finished products identified to ensure traceability?
  - Does the factory perform final inspection of products in line before carton packaging?
  - Does the company operate an effective system for handling and investigating the cause and resolution of customer complaints?

18. Capabilities

- Please indicate the classifications for the products provided by the company.
- Please provide the product photos
- Floor Area (in square meters) under the same registration/facility location
- Production capacity per month
- Percentage of capacity used in last 12 months (% by month)
- Approximate Annual Turnover last year(US\$)
- Based on last financial year, please provide the percentage of SALES breakdown and years of supplying to your top 5 EXPORT countries.
- Please provide the photographs of your factory's areas.

19. Compliance

Does your company have valid 3rd-party Quality System certifications or recognition program for the processes specific to this facility?

- Disha (even if you have applied)
- ISO 9001
- British Retail Consortium (BRC)
- Supplier Qualification Program (SQP) (Intertek program)
- Mill Qualification Program (MQP) (Intertek program)

20. How many times has the factory been independently audited against Quality Management System standards in last year?

21. Please fill up the details of the Representatives in the following format:

1	Name as appearing in Passport	
2	Passport Number	
3	Date of Issue	
4	Date of Expiry	
5	Date of Birth	
6	Place of Issue	
7	Whether has valid Spanish visa	YES / NO

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Date: -

Name: - \_\_\_\_\_

Designation \_\_\_\_\_

Signature

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